HORRIGAN LETTER

DOCUMENT REQUESTS DISCUSSED AT HEARING

Issues

non-nicotine animal work. CTR non-report documents

1. All documents relating to animal research from 1950-1994, including notes, reports, and evaluations relating to such research. This request includes research conducted by your company directly or indirectly through other entities including the Tobacco Industry Research Council, the Council for Tobacco Research and Arthur D. Little. It is not necessary to provide copies of raw data as summaries of such data will be satisfactory at this time.

Undercurs non-reports CTR

2. All documents relating to research or related activities involving the measurement of nicotine levels in blood from 1950-1994. This request includes research conducted by your company directly or indirectly through other entities including the Tobacco Industry Research Council and Council for Tobacco Research.

Undercurs non-reports CTR

3. All documents which relate directly or indirectly to nicotine's addictiveness or lack of addictiveness, including reports, memoranda, or other documents relating to research on nicotine for the period 1950-1994.

Done

4. All documents which relate to the "Joe Camel" advertising campaign, as instituted by RJ Reynolds, including documents assessing the effectiveness of the campaign. This request includes all internal memoranda, reports, presentations of any kind, story boards, results of focus groups and marketing surveys for the period 1988-1994. This request also includes documents produced by your company's advertising agencies and consultants.

NEW DOCUMENT REQUESTS

16. Describe and provide any documents that relate to research, studies (including test marketing studies), focus

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groups, or surveys that your company has conducted or sponsored on the relationship of nicotine to taste or flavor, including:

16 a. any studies on the contribution of nicotine to cigaretta taste/flavor and/or the amounts necessary to achieve acceptable taste/flavor (including the definitions of these terms as used in the study);

16 b. any studies to determine whether there are any alternatives to nicotine to provide acceptable taste;

16 c. any studies/surveys on consumer acceptance (including taste acceptance) of denicotinized cigarettes you have marketed or test marketed anywhere in the world; the amount of nicotine (absolute amount in tobacco rod as well as FTC yield) that is or was contained in those cigarettes, and the reason for that amount; annual sales figures for such products; and the reasons such cigarettes were withdrawn from marketing or test marketing.

17. Describe and provide all documents related to the purpose of any research/studies you have conducted on:

17 a. Nicotine analogues;

17 b. Levels of nicotine, cotinine, nor-nicotine, or other chemical constituents of cigarettes, tobacco, or cigarette smoke in the brain, blood, or urine of humans or animals;

17 c. The physiological or psychoactive effects of nicotine or any other chemical constituents of tobacco, cigarettes, or cigarette smoke;

17 d. The addition to cigarettes of nicotine-containing compounds, nicotine salts, or compounds that may affect the absorption or bioavailability of nicotine in humans or animals.

For each study identified above, include the names of individuals involved in conducting the research, the geographic location at which the research was conducted, and the names of company managers who were aware of the research or its results. If such individuals are no longer employed by your company, provide all information in your possession regarding their current address and phone number.

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Patent file ?

19. Describe and provide any relevant documents on any research you have done and technologies or methods that are available to increase or maintain nicotine levels while decreasing tar levels in cigarettes.

Some in vitro projects (Arcate?) ?

?

25. Is your company aware of any research which suggests that the components of cigarette filters may make their way into mainstream cigarette smoke? If so, provide the Subcommittee with copies of such research or analysis.

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26. Provide the Subcommittee with all reports of surveys, focus groups or other consumer research conducted by your company or for your company since 1980 on the degree to which consumers believe low yield cigarettes offer a reduced risk of the diseases attributed by the Surgeon General to smoking.

Same as 16c

28. Has your company developed and test marketed a denicotinized cigarette? If so, provide the Subcommittee with the reports and related memoranda and correspondence and other materials from all taste tests and flavor panels conducted with such cigarette.

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34. Provide by year for the period 1980-1994, the number of smokers your company believes switched from a competitor's brand to your brand and the number of individuals who began using your product for the first time. Please provide supporting studies for this statistic. In addition, estimate the relative economic impact brand switching has had on your company.

Barclay?

35. Food and Drug Administration Commissioner David Kessler testified before the Subcommittee on March 25, 1994 that the position of ventilation holes near the tip of a cigarette can distort the Federal Trade Commission's (FTC) tar and nicotine ratings by diluting the smoke. It has also been reported that smokers can block these ventilation holes with their fingers or lips, thereby increasing the tar and nicotine levels in the smoke. Do you have any information which would support or contradict Dr. Kessler's assertion that the placement or blockage of ventilation holes can

in vitro

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affect the FTC ratings? If so, provide copies of all such information.

INFORMATION REQUESTS DISCUSSED AT HEARING

done 5. Identify each step during the production of cigarettes, from the harvesting of tobacco to the production of finished cigarettes, at which your company monitors for nicotine or alkaloids.

done 6. Identify all points during the manufacturing process in which your company restores any nicotine lost during earlier steps of the manufacturing process.

done 7. Describe each manufacturing process that adjusts upward, however incrementally, the nicotine level of your product.

done / spec? 9. State whether your company has used a tobacco extract on any cigarette brand since 1980. If so, state the percentage of nicotine in the tobacco extract and identify the specific cigarette brand, the year when the extract was used, and the company from which the extract was obtained. [NEW] With respect to each extract, provide the Subcommittee with a copy of the requisition specification and related documentation which relate to the level of nicotine content requested.

NEW INFORMATION REQUESTS

Nicotine Control or "Manipulation"

8. There are several methods for controlling or changing nicotine levels in cigarettes or cigarette smoke, other than blending. These methods may include using tobacco extract, spraying the tobacco with nicotine, adding nicotine

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to the filter or the cigarette paper, and designing the filter so more nicotine gets through. Respond to the following questions for the period 1950-1994.

8 a. Which of these or other methods for controlling or changing nicotine levels have ever been used by your company? Identify the cigarette brands and production years in which such method or methods were used.

8 b. Which of these or other methods for controlling or changing nicotine levels are currently being used by your company?

8 c. Which of these or other methods for controlling or changing nicotine levels are currently the subject of research or development, or have ever been the subject of research or development, by your company? Identify the year when such method was a subject of such research.

18 b. Identify each type of filter researched since 1950 that selectively affect nicotine and/or tar delivery. With respect to each such filter design indicate whether it was used in a commercial tobacco product or otherwise test marketed. [Document Request] If the filter was test marketed but not utilized in a commercial product, provide all documents evaluating the test results and including the findings of any flavor panels. In addition, describe all efforts by your company, directly or indirectly, to explore or use filter types that would filter nicotine in amounts not proportionate to tar?

20. For each stage of cigarette/tobacco production, including new product development, tobacco breeding, tobacco buying, tobacco blending, processing, manufacturing, and marketing, describe:

20 a. Each step you take to 1) measure, 2) adjust, 3) alter, or 4) specify a minimum or maximum nicotine level or nicotine delivery, and the purpose of each such step;

20 b. Any research you have done on adjusting, altering, or maintaining nicotine levels or nicotine delivery, and whether you have implemented the results of that research;

20 c. Any patents you hold, other than those already identified by the FDA in testimony to the Subcommittee, and

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any other technologies you have developed, related to nicotine levels or delivery, and whether you have utilized the processes described in the identified patents of technologies.

Ingredients

10. Your company has participated in the public release of a list of ingredients added to the tobacco in the manufacture of cigarettes. Does the list of ingredients contributed annually by your company for submission to the Secretary of Health and Human Services include all ingredients and additives added to the non-tobacco materials in a cigarette, including the cigarette paper, the filter and non-tobacco combustible materials in the tobacco rod? If not, provide a complete list of such ingredients for 1991, 1992, 1993 and 1994.

11. The cigarette ingredient lists currently submitted to the Secretary of Health and Human Services do not include information on the total quantity of individual additives. Such information is essential to properly assess the relative toxicity and potential human health effects presented by these substances. Provide the Subcommittee with data on the quantity used of each cigarette additive, including additives used in non-tobacco cigarette materials, used in the manufacture of your cigarette products in 1993 and 1994. In providing this information identify additives which are not present in the final product.

12. The tobacco ingredient lists submitted by the industry to the Department of Health and Human Services in previous years have not been made available to the public. Will you agree to public release of each cigarette ingredient list provided to the Secretary of Health and Human Services for 1986-1993? If not, please explain.

21. Has your company ever used tobacco casings or top dressings in or on your commercial products or research prototypes? If so, describe for each casing, or top dressing

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you have used that contains nicotine or has the capacity to affect nicotine yield, delivery, or bioavailability:

21 a. The brands to which it was added and in what amounts;

21 b. The stage of production at which it was added, where it was applied (e.g., to the wrapper, filter, glue, flavors, reconstituted tobacco, expanded tobacco, tobacco blend) and the method by which it was added;

21 c. The nicotine content;

21 d. Effect on the pH of the tobacco and/or the cigarette smoke, on the nicotine content of the tobacco, and on the nicotine delivery of the cigarette smoke; and

21 e. The name and address of the supplier.

Acetaldehyde

13. Has your company ever used, measured, or tested the chemical acetaldehyde in connection with the manufacture of cigarette products? If so, describe how it was used, measured, or tested. In addition, indicate whether the chemical was used in treatment of the tobacco, the purpose of such use, and identify the cigarette brand and year of manufacture when the use of acetaldehyde took place. If acetaldehyde was once used and is no longer in use, explain the reason it is no longer in use.

14. Has your company conducted or sponsored research on the pharmacological or other effects of acetaldehyde? If so, describe the location, purpose, and findings of such research.

Cessation/Compensation/Smoking Habit

15. Furnish any sales or marketing data for 1980-1994 relevant to the percentage of your customers who are not regular smokers, that is do not smoke on a daily basis.

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33. The Surgeon General has determined that in any year an estimated 1 million smokers successfully quit. Do you agree with the Surgeon General? Explain the basis for your agreement or disagreement.

36. Describe the extent to which obtaining a low FTC rating is a consideration in the design or placement of ventilation holes. Provide the Subcommittee with a list of those cigarette brands sold between 1980-1994 which contain ventilation holes. With respect to each brand, provide specific measurement of the distance of the closest hole from the filter tip.

Tar and Nicotine Levels; FTC Levels; Brand Information

18 a. In testimony, tobacco company officials have said that nicotine levels in cigarettes are lower than the levels that "naturally occur" in tobacco. In view of the fact that nicotine levels vary significantly from one type of tobacco to another, from one stalk position to another, and as a result of different growing conditions, explain how you calculate the amount of nicotine that "naturally occurs" in tobacco and what that amount is.

22. For each brand of cigarettes your company marketed from 1980-1994, provide the target nicotine levels by weight and as a percentage of tobacco. This information should include information for all cigarette brands sold in the United States and in foreign countries.

23. Has your company used reconstituted tobacco in the manufacture of cigarette brands sold in this country or abroad. If so, identify the year of manufacture, brand name and the range of nicotine concentration of the reconstituted tobacco used.

24. Provide the following information for the best selling cigarette brand style your company manufactures in the categories of full flavor, low tar, and ultra low tar.

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Total nicotine content of tobacco rod;

Percentage of total nicotine contributed by:
- Lamina
- Reconstituted tobacco
- Stems
- Puffed tobacco
- Denatured alcohol
- Tobacco extract
- Other sources (specify)

(The percentages must add up to 100%)

Can we calculate?

Dry weight of the following components in the tobacco rod:
- Lamina
- Reconstitutad tobacco
- Stems
- Puffed tobacco
- Denatured alcohol
- Tobacco extract
- Other elements in the rod (specify)

Youth Smoking

do we know?

29. Provide for the Subcommittee information on the relative ages of consumers of each of your cigarette brands for each of the years 1980-1994.

answer

31. In the past representatives of the cigarette industry have expressed the position that advertising in the U.S. is not directed at individuals under the age of 18. Is this also your company's policy in advertising and promoting cigarette sales in Asia, South America and Eastern Europe? If the answer is "no," describe the policy.

answer

37. Cigarette industry representatives have asserted that the industry does not want children or those under the age of 18 to use oral tobacco products. Does your company support the enforcement of laws prohibiting the sale of cigarettes to minors? If so, provide for the Subcommittee a description for (1) how enforcement of such laws should be promoted, (2) how retailer compliance can most effectively be monitored and (3) what, if any, penalty should be levied upon

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retailers selling cigarettes to underage youth. With respect to each case, cite evidence that the proposed strategy recommended would produce verifiable and replicable effects in reducing illicit sales to youth.

38. In developing cigarette advertising campaigns, what consideration is given to structuring ads and related promotional activities so they will not appeal to underage youth? Provide specific examples which illustrate how this is done and indicate what market data is used in making these determinations.

39. Provide the Subcommittee with a State-by-State breakdown of annual expenditures by your company from 1980-1994 which were allocated to ensure adherence to State minimum age of sale laws.

40. P.L. 102-321 required States enact and enforce minimum age of sale laws for tobacco products. Provide information on the amount of expenditures by your company directly or through third parties for the annual expenses of representation before state legislatures for the period 1989-1994.

41. Provide for the Subcommittee an estimate by year of the total sales for each of your cigarette brands resulting from underaged purchases. Provide this information for the period 1989-1994.

Miscellaneous

30. Green tobacco sickness is said to be a form of nicotine poisoning which occurs when field workers touch wet tobacco. Enclosed is a copy of articles from the Journal of the American Medical Association and the Centers for Disease Control's Morbidity and Mortality Weekly Report which describes the illness. Describe what, if any, steps your company has taken during the period 1980-1994 to reduce the risks of this disease among tobacco field workers. During

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this same period has your company financed research into preventing or improving the available treatment for this illness? If so, describe the nature of such research and the relevant outcomes.

32. Provide the Subcommittee with a definition for the term "tobacco satisfaction."

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